MALTA malta

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| **Riferimento** | EURES Malta Rif. 369094 |
| **Mansione** | Italian Speaking Account Managers Rif. 369094 |
|  | Rif. Number 369094 Italian Speaking Account Managers n. posti 10 Contract Type: 2 year contract that is renewed ZP Services Ltd is the destination for experienced, determinate, hardworking and ambitious professionals seeking a rewarding career and lifestyle. We are one of the best providers specializing in the management of strategic activities surrounding sales and customer relations for online financial products trading. Currently we are looking for fluent Italian Speaking Account Managers who is (are) looking to work in a dynamic environment with opportunities for further professional and personal growth. Job description We are seeking for top performing Account Managers with B2C experience who will build and maintain client relationships. In this role you will be asked to manage a portfolio of clients primarily over the phone. You will foster good client relationships aiming at ongoing trading activity and the achievement of specific revenue targets. You bring to the role your sales experience, capacity to solve client issues, a passion for the financial markets and a proven track record for delivering exceptional results. Responsibilities • Develop strategic account and portfolio plans work with assigned team. • Build solid relationships and trust with clients and improve business over the phone • Bring sales experience along with industry insights. • Exceed client expectations via responsiveness, providing insights, marketplace knowledge, resolving technical issues. • Ability to quickly respond to client requests. • Strong problem solving. • Meeting and exceeding set daily retention targets. • Liaising with dormant clients and converting them into active ones. Requirements • Fluent in Italian • Flexibility to maintain focus through change and thrive in difficult situations • Proven ability to multitask & work under pressure and build ongoing relationships • Excellent written and verbal communication and presentation skills • Proven track record of exceptional performance, high productivity and meeting deadlines • Infectious sense of enthusiasm, fun, and imagination associated with a group committed to developing the best search sales experiences in the world • Experience with focus on Sales/Account Management • Strong ability to work under pressure and target oriented • We are looking for candidates with a strong personality with a substantial experience in the same role Preferred Qualifications • Bachelor’s degree preferably in Economics/Finance • Previous experience in working with revenue generating targets Training provided Yes in house training is provided. Any assistance with accommodation/relocation • Upon your arrival at the airport our driver will pick you up. • The employer could provide assistance with accommodation in the first 2-4 weeks. This would need to be discussed at interview stage. • After three months of employment, you will be entitled for flight ticket refund (up to 200 euros and upon receipt) for relocations • After three months of employment will receive food allowance via MaltaMenu platform. For cafes & restaurants around the office. • As we truly believe in growth within, many opportunities to join management team. We also have introduced a friend referral scheme- awarded once a friend you recommend is employed with us. Salary 800 Euros Basic (9600 per annum) + High bonus system and benefits Base salary raise upon veterans shall be discussed. How the interviews will be held Via Skype or in person How to apply : send Cv in English to eures.recruitment.jobsplus@gov.mt and cc eures@afolmet.it |
| **Sede** | Malta |
| **posti** | 10 |
| **Titolo** | Diploma di laurea in Economia/Finanza |
| **Email:** | [**eures.recruitment.jobsplus@gov.mt**](mailto://eures.recruitment.jobsplus@gov.mt&cc=eures@afolmet.it) **and cc eures@afolmet.it** |
| **Scadenza:** | 19/06/2021 |

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| **Riferimento** | EURES Malta Rif. 369095 |
| **Mansione** | Italian Speaking Sales Agent Rif. 369095 |
|  | Rif. Number 369095 Italian Speaking Sales Agent n. posti 10 Contract Type: 2 year contract that is renewed We are one of the best providers pecializing in the management of strategic activities surrounding sales and customer relations for online financial products trading. Currently we are looking for fluent Italian Speaking Sales Agents, who are looking to work in a dynamic environment with opportunities for further professional and personal growth. Responsibilities • Creating and maintaining relationships with clients over the phone • Liaising with potential clients and converting them into active ones • Market Research • Documents verification and collection Requirements • Fluent in Italian • At least 6 months experience in a similar environment (preferably a call centre) • A level Standard of Education or the equivalent, economy/financial studies will be considered as an advantage • Strong communication and teamwork skills • Willingness to be rewarded per performances, accept responsibility • Be able to work under pressure • Flexibility • Independent, accurate thinking • High capacity to learn at a rapid pace • Well-versed with the Microsoft Office suite including Excel and Word and Mail • Outgoing personality Training provided Yes in house training is provided. Any assistance with accommodation/relocation • Upon your arrival at the airport our driver will pick you up. • The employer could provide assistance with accommodation in the first 2-4 weeks. This would need to be discussed at interview stage. • After three months of employment, you will be entitled for flight ticket refund (up to 200 euros and upon receipt) for relocations • After three months of employment will receive food allowance via MaltaMenu platform for cafes & restaurants around the office. • As we truly believe in growth within, many opportunities to join management team. We also have introduced a friend referral scheme- awarded once a friend you recommend is employed with us. Salary 800 Euros Basic (9600 per annum) + High bonus system and benefits. Base salary will be increased over time. How the interviews will be held Via Skype or in person How to apply : send Cv in English to eures.recruitment.jobsplus@gov.mt and cc eures@afolmet.it |
| **Sede** | Malta |
| **posti** | 10 |
| **Titolo** | diploma |
| **Email:** | [**eures.recruitment.jobsplus@gov.mt**](mailto://eures.recruitment.jobsplus@gov.mt&cc=eures@afolmet.it) **and cc eures@afolmet.it** |
| **Scadenza:** | 19/06/2021 |

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| **Riferimento** | EURES Malta Ref. 368945 |
| **Mansione** | Rivertech Front End Developer Ref. 368945 |
|  | Front End Developer Ref. 368945 Number of Posts: 2 Contract Type: Permanent – Full Time Job description At River, we develop innovative products for our clients who operate in different markets and industries with the latest technologies. We are looking for a Front- End Developer who is motivated to help us deliver new innovative features to our clients whilst also maintaining our internal systems and making sure that we keep our tech up to date. Responsibilities • Work in an agile team consisting of other frontend developers whilst in constant support of other tech teams. • Participate in task estimations & code reviews. • Plan, build, test, and release new features and experiments in TypeScript, Angular, etc. • Collaborate with engineers across the department to identify and build on improvements to our processes and systems. Requirements • Strong JavaScript & basic TypeScript knowledge • More than 2 years’ experience in at least one JavaScript Framework (Angular2+, React, Vue.js or Aurelia) • SCSS; • RxJS; • Working in scrum team • Basic npm/node knowledge • Basic GIT knowledge Skills in the following area is considered a Plus: • Redux; • Apollo/GQL; • Jest; • Webpack Training provided: Yes, however candidate must possess the minimum requirements and training can be offered for additional skills. Any assistance with accommodation/relocation: We cover relocation costs and provide temporary accommodation. • Any other benefits: • Commuting Assistance; • Performance Bonus Vacancy additional information • Wellness Package; • Health Insurance • Work From home Allowance Salary : Eur 30000-60000 (depending on candidate’s experience) How will the interviews be held? All interview stages are done remotely. To apply CVs and a covering email are to be sent by email in English to eures.recruitment.jobsplus@gov.mt and cc eures@afolmet.it Please quote the vacancy name and number in your email. |
| **Sede** | Malta |
| **Numero posti** | 2 |
| **Email:** | [**eures.recruitment.jobsplus@gov.mt**](mailto://eures.recruitment.jobsplus@gov.mt&cc=eures@afolmet.it) **and cc eures@afolmet.it** |
| **Scadenza:** | 14/05/2021 |

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| **Riferimento** | EURES Malta Ref. 368948 |
| **Mansione** | Rivertech FullStack Developer Ref. 368948 |
|  | Rivertech FullStack Developer Ref. 368948 Number of Posts: 2 Contract Type: Permanent – Full Time Job description At River, we develop innovative products for our clients who operate in different markets and industries with the latest technologies. We are looking for someone that can help us maintain our existing systems whilst building new ones using .NET Core & Orleans whilst also creating SDKs with TypeScript to help our Frontend teams! If you are a big team player, passionate about using the latest tech, have a keen eye for detail and someone who is looking to grow their skills, we will support you all the way. We work hard to produce excellent results, but we also like to enjoy ourselves too, so it is a great environment to be a part of. If you think this next step is for you, let us have a chat. Responsibilities • Work in an agile team consisting of other full-stack developers whilst in constant support of other tech teams. • Participate in task estimations & code reviews. • Plan, build, test, and release new features and experiments in.Net, TypeScript, etc. • Collaborate with engineers across the department to identify and build on improvements to our processes and systems. Requirements • At least 2 years’ experience in .NET/C#; • Good understanding of TypeScript and JavaScript • Experience developing front facing APIs; • Able and willing to learn new technologies • Experience using GIT Skills in the following area is considered a Plus: • Experience with Angular 4+ will be considered an asset; • GQL; • Messaging technologies such as Kafka • Working with Orleans or other actor model systems; • AWS, Azure or GCP experience; • Docker, kubernetes experience; • MySQL experience; • SignalR Vacancy additional information Profile Skills: • Self-motivated individual always looking to better his skills. • Excellent analytical and trouble shooting skills. • Attention to detail. • Good problem-solving skills. • Excellent verbal communication skills and interpersonal skills. • The ability to quickly learn new things and adapt Training provided: Yes, however candidate must possess the minimum requirements and training can be offered for additional skills. Any assistance with accommodation/relocation: We cover relocation costs and provide temporary accommodation. • Any other benefits: • Commuting Assistance; • Performance Bonus; • Wellness Package; • Health Insurance; • Work From home Salary: Eur 30,000-50,000 (depending on candidate’s experience) How will the interviews be held? All interview stages are done remotely. To apply CVs and a covering email are to be sent by email in English to eures.recruitment.jobsplus@gov.mt and cc eures@afolmet.it Please quote the vacancy name and number in your email |
| **Sede** | Malta |
| **Numero posti** | 2 |
| **Email:** | [**eures.recruitment.jobsplus@gov.mt**](mailto://eures.recruitment.jobsplus@gov.mt&cc=eures@afolmet.it) **and cc eures@afolmet.it** |
| **Scadenza:** | 14/05/2021 |

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| **Riferimento** | EURES Malta Ref. 368941 |
| **Mansione** | Rivertech\_BackendDeveloper Ref. 368941 |
|  | Rivertech\_BackendDeveloper Ref. 368941 Number of Posts: 2 Contract Type: Permanent – Full Time Job description We are looking for an enthusiastic and motivated Backend Developer to join our platform team. You will have the opportunity to work on and build all parts of the platform: business logic, external APIs, admin APIs, integrations with game and payment providers, as well real-time integrations with other internal systems such as the data platform and middleware. New development will all be using Kotlin, a modern, concise, safe language which is accessible to all developers, especially those with Java experience. Responsibilities: • Work in an agile team consisting of other backend developers to build and maintain microservices in Spring Boot and Kotlin to handle platform business logic. • Liaise with other tech teams and product team to provide functionality over REST APIs. • Participate in task estimations, planning and code reviews. • Integrate with third party systems to allow for a greater number of products on the platform. • Gather knowledge in business requirements to be able to ease operations. • Collaborate with engineers across the department to identify and build on improvements to our processes and systems. Requirements • Advanced knowledge of Java (2/3 years of experience) • SQL; • Spring Framework (1 year experience) • Basic GIT knowledge is n ecessary; • Working in scrum team Training provided: Yes, however candidate must possess the minimum requirements and training can be offered for additional skills Any assistance with accommodation/relocation: We cover relocation costs and provide temporary accommodation. − Any other benefits: − Commuting Assistance; − Performance Bonus; − Wellness Package; - Health Insurance Vacancy additional information − Work From home Allowance Salary: Eur 30000-60000 (depending on candidate’s experience) How will the interviews be held? All interview stages are done remotely. To apply CVs and a covering email are to be sent by email in English to eures.recruitment.jobsplus@gov.mt and cc eures@afolmet.it Please quote the vacancy name and number in your email |
| **Sede** | Malta |
| **Numero posti** | 2 |
| **Email:** | [**eures.recruitment.jobsplus@gov.mt**](mailto://eures.recruitment.jobsplus@gov.mt&cc=eures@afolmet.it) **and cc eures@afolmet.it** |
| **Scadenza:** | 14/05/2021 |

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| **Riferimento** | EURES Malta Ref. 368929 |
| **Mansione** | Rivertech\_ManualQA Ref. 368929 |
|  | Rivertech\_ManualQA Ref.368929 Number of Posts: 2 Contract Type: Permanent – Full Time Job description We’re looking for a motivated Manual QA to join our ranks. The lucky candidate in this role will assist our QA lead and help test our API’s, client facing SPAs, as well as our tooling applications. You’ll be part of team working towards common goals, so it’s important that you have a keen eye for detail, but more importantly, we want you to grow your skills with us. We work hard to produce excellent results, but we also like to enjoy ourselves too, so it’s a great environment to be a part of. Responsibilities: • Work in an agile team consisting of frontend developers and other QAs to ensure that a quality product is delivered. • Designing and developing test specifications based on product functionalities and requirements. • Collaborating with the product and developers in test teams to improve test quality. Requirements • knowledge of the different testing methodologies • Solid knowledge of testing at a frontend level (cross browser/viewport/cross platform) • Ability to give suggestions aimed at improving quality and flag any possible degradation to the quality of the product • Ability to help design and execution of testcases based on requirements from our PO • Able to work closely with the development team • Knowledge of testing procedures and detailed report writing. • Good knowledge of agile project management • Self-motivated individual always looking to better his skills. • Excellent analytical and trouble shooting skills. • Attention to detail. • Good problem-solving skills. • Excellent verbal communication skills and interpersonal skills. • The ability to quickly learn new things and adapt Skills in the following area is considered a Plus: • Testing at an API level • ISTQB certification • Experience with Test Management tools Training is provided; however candidate must possess the minimum requirements and training can be offered for additional skills. Vacancy additional information Any assistance with accommodation/relocation: We cover relocation costs and provide temporary accommodation. Any other benefits: − Work on exciting products from the ground up; − Commuting Assistance; − Performance Bonus; − Wellness Package; − Health and Dental Insurance; − Work From home Allowance; − Welcoming Environment; − Chance to grow; − Fruit, snacks & drinks; − Friday beers; − Summer & Winter events Salary: Eur 15,000-35,000 (depending on candidate’s experience) How will the interviews be held? All interview stages are done remotely. To apply: CVs and a covering email are to be sent by email in English to eures.recruitment.jobsplus@gov.mt and cc eures@afolmet.it Please quote the vacancy name and number in your email. |
| **Sede** | Malta |
| **Numero posti** | 2 |
| **Email:** | [**eures.recruitment.jobsplus@gov.mt**](mailto://eures.recruitment.jobsplus@gov.mt&cc=eures@afolmet.it) **and cc eures@afolmet.it** |
| **Scadenza:** | 14/05/2021 |

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| **Riferimento** | EURES Malta Ref.368931 |
| **Mansione** | Rivertech\_ProductOwner Ref.368931 |
|  | Rivertech\_ProductOwner Ref.368931 - Number of Posts: 2 - Contract Type: Permanent – Full Time Job description As a Product Owner you will work on managing the product backlog with the aim of achieving business goals of the company as well as meeting the priorities of its customers. The role is also an integral part in the creation of the same backlog, including analysing requirements and writing product specifications through which technical and development tasks are created. Working in a team of Product Owners, and reporting to the Head of Product, you will be a key function between business and technical teams, where language and quality of communication is key. Key Responsibilities • Report to the Head of Product and contribute to the development and maintenance of the roadmap and strategic vision for the company’s products • Communicate with customers to clarify business requirements and to update them on progress • Gather requirements, own the product backlogs, and write professional user stories for products that deliver on functionality, defects, and other work items for the team • Write product specification documents in clear English, that take into account all business requirements, identify gaps and loopholes, whilst preserving the product’s quality • Manage requirements dependencies with other teams, negotiating and prioritising as appropriate • Facilitate backlog refinement sessions • Work closely with the project management and development teams to set development/sprint goals • Work closely with business stakeholders and development teams to implement and get product increments delivered • Review development against acceptance criteria to determine readiness • Demo products to key stakeholders • Produce business cases for product features • Be up to date with industry trends and carryout competitor analysis to be fed into the roadmap • Maintain strong working relationships with customers and our commercial team to retrieve information about product line performance, and to present business strategies Requirements • 4+ years' experience as a Product Owner in iGaming or Fintech industry • Able to design customer centric, while scalable product functionalities • Make use of writing and/or diagrams to create well explained product specifications. • Organised; • Experience working in an agile environment (SCRUM preferred) Vacancy additional information • Effectively transfer knowledge to other team members; • Negotiation skills; • Ability to give suggestions aimed at improving product quality; • Self-motivated individual always looking to better their skills; • Analytical and attention to detail; • Good problem-solving skills; • Excellent verbal communication skills and interpersonal skills • The ability to quickly learn new things and adapt Training provided: Yes, however candidate must possess the minimum requirements and training can be offered for additional skills. Any assistance with accommodation/relocation: We cover relocation costs and provide temporary accommodation. Any other benefits: − Work on exciting products from the ground up; − Commuting Assistance; − Performance Bonus; − Wellness Package − Health and Dental Insurance; − Work From home Allowance; − Welcoming Environment − Chance to grow; − Fruit, snacks & drinks; − Friday beers; − Summer & Winter events Salary: Eur 30,000-50,000 (depending on candidate’s experience) How will the interviews be held? All interview stages are done remotely. To apply CVs and a covering email are to be sent by email in English to eures.recruitment.jobsplus@gov.mt and cc eures@afolmet.it Please quote the vacancy name and number in your email. |
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| **Email:** | [**eures.recruitment.jobsplus@gov.mt**](mailto://eures.recruitment.jobsplus@gov.mt&cc=eures@afolmet.it) **and cc eures@afolmet.it** |
| **Scadenza:** | 14/05/2021 |

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| **Riferimento** | EURES Malta Ref. 368808 |
| **Mansione** | Customer Service Representative Ref. 368808 |
|  | Customer Service Representative OKCoin is on a mission to make crypto investing and trading more accessible to anyone around the world. We are building the next generation of tools to help onboard the investors and traders who have been on the fence about crypto. OKCoin is a global exchange with offices in San Francisco, Malta, Hong Kong, Singapore, Japan and Korea. We are a collective of global citizens with a common passion to help decentralize finance and level the economic playing field for everyone around the world. About the Team: The Customer Service team plays an important role in providing solutions and collecting feedback from our customers for better improvement. As the front liner, we are the voice to the company from the customers. About the Opportunity: The successful candidate will think big about the future of crypto and how you can bring individual investors and institutions into the crypto economy more quickly. You will possess the ability and willingness to balance customer needs with business priorities. At your core, you’ll thrive in a fast- paced, collaborative, process-driven environment and be able to adapt and adjust plans on-the-fly. You must also have strong prioritization skills and willingness to roll up one's sleeves to get the job done. What You’ll Be Doing: ● To undertake any tasks delegated by the Assistant Manager/Manager/Team Leader and global site team. ● To identify areas for service and procedural improvement and make recommendations to the Assistant Manager/Manager and Team Leader. ● To participate fully in the team, taking part in regular team meetings, buzz sessions, giving feedback and ideas to colleagues and to the Assistant Manager /Manager/Team Leader. ● To escalate any queries or unresolved issues to Level 2/Team Leader and as advised by theoperations management, which cannot be completed within the agreed procedures. ● To handle all inquiries/issues from global customers. ● To handle complaints and feedback related to websites, products, platforms, and services, etc. ● Strong people skills: Ability to navigate difficult situations and stay calm under pressure. ● Solutions mindset: passion to find the right solution for Customer, and resolve the issue overcomingobstacles; good cost- efficient decision making. ● Excellent time management: ability to multi-task to solve issue for Customers, while managing time. ● Polished delivery: ability to communicate in a structured and professional manner. What We Look For In You: ● Excellent command of spoken and written English with additional at least 1 additional language (Russian, Spanish, Portuguese, Turkish, French, German, Italian, or Polish) ● Strong customer service skills, highly motivated team-player. ● Knowledge of digital asset exchange/trading. ● Demonstrated ability to motivate others and achieve results. ● Fast typing skills (at least 40 words per minute). ● Basic computer knowledge: MS Office, MS Outlook and Internet Explorer and others applications like GA. ● Inbound call center customer service-related work experience is preferred. ● Willing to work on shift rotation How to apply: Please send your CV and cover letter in English by email to eures.recruitment.jobsplus@gov.mt and cc eures@afolmet.it quoting the vacancy name and number in the subject. |
| **Sede** | Malta |
| **Numero posti** | 2 |
| **Email:** | [**eures.recruitment.jobsplus@gov.mt**](mailto://eures.recruitment.jobsplus@gov.mt&cc=eures@afolmet.it) **and cc eures@afolmet.it** |
| **Scadenza:** | 10/05/2021 |